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Northrop Grumman Newport News Signs Lease for 101,000 sq ft at NetCenter

Hampton, one of the region's fastest growing high-technology cities, has been chosen as the site for Northrop Grumman Newport News' 400-employee IT and Engineering Services Division. Northrop Grumman, recently signed a 10-year lease for 101,000 square feet at NetCenter in Hampton. Northrop Grumman plans to use 26,000 sq. ft. of the space for their information technology infrastructure in this area, and the remaining 75,000 sq. ft. will be utilized for the \$1.386 billion contract with the U.S. Navy to support the future aircraft carrier program, CVN 21. Northrop Grumman Newport News expects to take occupancy on or about October 1, 2004. Concord Companies, a full service real estate development company headquartered in Washington, D.C., successfully negotiated the lease



NGNN designers and engineers will design the U.S. Navy's newest generation nuclear-powered aircraft carrier, CVN 21 at the NetCenter location, boosting Hampton's economy with nearly 400 high-wage jobs.

for this project. Advantis Real Estate Services Company represented the owner in the transaction and Divaris Real Estate, Inc., represented the tenant.

"We are excited that an industry leader such as Northrop Grumman is continuing to grow and invest in our community," said Hampton Mayor-elect Ross A. Kearney. "Concord Companies' efforts to build the concentration of technology-oriented companies and skilled workers at NetCenter complements the city's mission to bring

high-wage jobs to the area." Owned by Hampton Partners, LLC (an affiliate of Concord Companies), NetCenter is a transformed, mixed-use facility currently under redevelopment into a 700,000 square-foot, high-tech office complex supported by a food court, fitness facility and select retail users. "We are pleased to have completed this significant lease, bringing the total leased space at NetCenter to approximately 70%," says Concord

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Jacobs Sverdrup Expands Presence in Hampton

Jacobs Sverdrup based out of Tullahoma, Tenn., with a Hampton presence won a 10-year, \$950 million Research, Operations, Management and Engineering (ROME) contract from NASA, to provide operations, maintenance and engineering services in support of research and institutional facilities at NASA Langley Research Center, and at Hampton contractor facilities. The company has hired over 400 employees and

has expanded its presence in Hampton by fully leasing a 17,234 SF facility (former Allstate Building) in Central Park

**Jacobs Sverdrup
ROME Group**



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Hampton's Annual Business Appreciation Event A Success

Nearly 100 members of the business community participated in activities

The City of Hampton joined Governor Mark Warner and the Virginia Department of Business Assistance in acknowledging the contributions of companies to the local economy during Virginia Business Appreciation Week, May 16-22. Hampton commenced its celebratory activities a week early with a Mayor's Proclamation presented to local companies at the May 12th City Council Meeting. On May 13, the popular Annual Golf Tournament and Barbecue Luncheon was held at the Hamptons Golf Course, 320 Butler Farm Road. For non-golfers, an evening reception was held at the Hampton History Museum in downtown. *Editors note: This spring, Inside Business Weekly ranked the Hamptons Golf Course as the region's most popular golf course out of 36 with 55,000 rounds played in 2003. The Woodlands Golf Course ranked 4th with 45,359 rounds.* ■



Bob Debord, Newport News, Inc; Gary Todd, ADVEX; Steve Sawyer, Sweeney & Associates; and Sonny Lowe, LPM



On behalf of the Hampton business community, representatives were on hand to accept the Mayor's Proclamation celebrating Virginia Business Appreciation Week at the May 12th City Council meeting. Attendees were Jack Ralston, Bibrle Labs; Steve Smith, ComTek; Hampton City Councilman Rbet Tignor; Jeff Wassmer, Spectrum Comm; Hamp Wall, Cor.Mine.



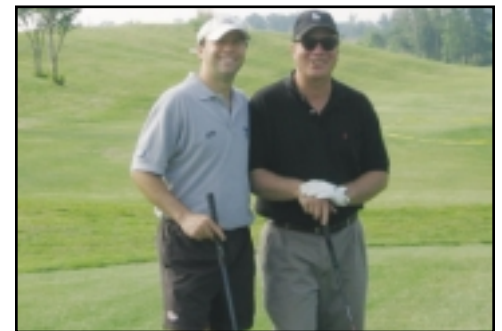
Mark Hogan, Maxx Material Handling; Mike Mannen, TeleTech; Terry Hurst, Monal; and Martha Miller, City of Hampton, The Woodlands Golf Course



George Wallace, Hampton City Manager; Steve Smith, ComTek, Inc.; Hamp Wall, Cor.Mine; and Dr. Charles Wooding, Hampton University



First place tournament winners were John Loftus, VA Economic Development Partnership; Buzz Barker, Barker & Associates; Chris Harris, Northrop Grumman Newport News; and Mike "Yaz" Yaskowsky, Hampton, Dept. of Economic Dev.



Bill Dittmar, Peninsula Magazine and Tim Hund, Old Dominion Metals

Hampton Live! New Business Show Airs on WLRT 1490 AM

In partnership with WLRT 1490 AM Radio Station, the City of Hampton, Department of Economic Development, has a monthly talk show - the first Monday of the month at 11:30 a.m. - where local companies and interested residents can learn about the

latest business news, events and activities. Listeners can tune in to 1490 AM or online at www.1490theoutlaw.com. Other city topics from recreational events to neighborhood initiatives air weekly the 2nd - 4th Mondays at 11:30 a.m. ■

Nextel Communications Keeps Growing in Hampton

Five years ago when Nextel Communications, a leading provider of integrated wireless products and services, was looking to build a cutting edge call center it chose Hampton because of its business friendly environment and talented workforce. The facility, which opened with 450 employees in August 1999, focuses on proactive



customer care and retention operations. These are complex customer interactions that require top-notch employees.

"Nextel is focused on acquiring and retaining the most valuable wireless," says Woody Long who oversees operations at the

Hampton Facility. "To do this, we need employees who are motivated, have some sales experience and understand how to interact with customers and close the deal. We want the best and are willing to pay to get it."

Today Nextel employs more than 600 employees at the call center

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Hampton Is Growing Its Own Companies

Incubator Companies Graduate into Office Space

The City of Hampton and the Hampton Industrial Development Authority (IDA) has been in the forefront of growing its businesses since 1992 when the IDA began funding the Hampton Small Business Incubator. In 1999, the Hampton IDA sought to partner with Hampton University and the Hampton Roads Technology Council (HRTC) by providing funding to these organizations. **Hampton University** has had 18 tenants, five graduates and has provided counseling to over 500 potential entrepreneurs. **HRTC's Incubator** has had 12 tenants, five graduates and advised over 130 companies. Featured below are two recent graduates from Hampton's incubator program.

Starting in 2000, **CorMine** had its early beginnings at the Hampton Roads Technology Incubator, with only four employees and proof of concept technology, and reported



InoMedic's new headquarters at Harbour Center in downtown Hampton.

gross revenues of over \$30 million in 2003. Now four years later, CorMine has located its headquarters in Hampton Roads Center Central at 2713 Magruder Boulevard, bringing over 37 jobs and leasing approximately 10,000 sq. ft. of space. CorMine is a high-tech software and technology developer currently involved in the production of web-based purchasing systems, knowledge management systems, e-libraries, e-catalogs, supplier search engines, workplace efficiency software and communication portals.

InoMedic, a healthcare services firm providing a diverse portfolio of professional services, graduated from the Hampton University Incubator and opened its new corporate office at Harbour Center, starting April 1, 2004. This company has contracts with NASA Langley Research Center, the U.S. Navy and Norfolk State University. Nearly 20 employees such as physicians, nurses, accountants, and procurement/administrative support are on staff. Established in 1984, **InoMedic** is veteran-owned and certified by the Commonwealth of Virginia Department of Minority Business Enterprise. ■

CorMine recently received the Virginia Business Incubation Association 2004 Donna Noble Award as the top company in the state's 27 business incubators.

The ARC of Peninsula to Occupy Former ABB Building

In May, The ARC of the Virginia Peninsula, the Peninsula's leading organization serving our citizens with mental retardation and other disabilities for 50 years, purchased the ABB building at 2520 58th Street in Copeland Industrial Park. The ARC will occupy 70,000 sq. ft. and 20,000 sq. ft. will be available for sub-lease. After extensive renovations, the facility will be home for The ARC's vocational activities, industrial

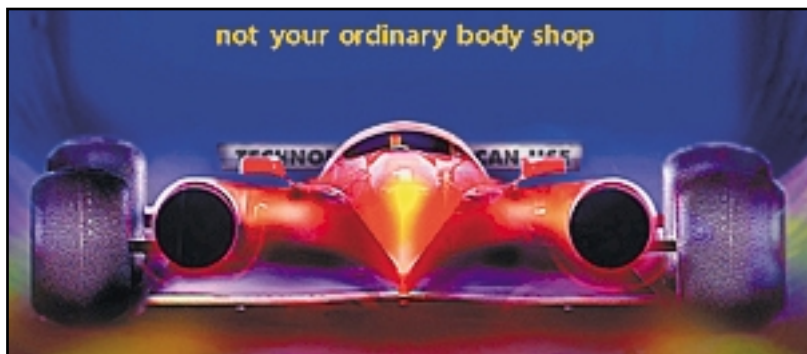
services, government contracts, galaxy of gifts and administrative offices. Last year, The ARC served over 1,600 people with disabilities and their families on the Peninsula and Middle Peninsula. Together, these workers earned over \$3.5 million in wages. For more information on ARC services, contact Diane Parker, Vice-President Finance/Administration at 757-896-8450. Or visit the ARC's website at www.arcvap.org. ■



Developer Selected for New Motorsports Complex

Multi-tenant technology facility 50,000-57,000 sq ft; Project value \$4 million

The City of Hampton, Department of Economic Development has selected North Carolina-based developer, the Regional Companies, to take its motorsports initiative to the next level. On a 6.5 acre site in Hampton's Langley Research and Development Park, the Regional Companies will design a state-of-the-art multi-tenant motorsports technology complex ranging from 50,000-57,000 square feet; total project value \$4 million. Scheduled for completion spring 2005, the developer will own, design and construct the facility located 1/2 mile away from NASA's Langley Research Center and near Old Dominion University's Langley Full Scale Tunnel—already a hub for motor sports activity. The city and developer will partner to identify and secure tenants for the complex such as race teams, suppliers, and research and development organizations.



Over a 20-year span, the Regional Companies has operated a construction/development business and provided facilities for General Motors, United States Naval Reserve, British Petroleum, Michelin Tires, and Gibbs Racing. Most recently, Regional has contracted with Joe Gibbs Racing to move its Busch Series Team to a 112,000 square foot building in Huntersville, NC. Ray White, Director, Hampton Department of Economic Development says "by partnering with the Regional Companies, the city is strategically positioned to build on its growing reputation as the Motorsports Technology Capital of North America, which promotes its

concentration of \$4 billion in technology assets available at NASA's Langley Research Center and Old Dominion University's Langley Full Scale Tunnel in Hampton." Hampton's strong foothold in the industry is exactly what made Regional Companies take notice of this project and peaked their interest. "We are excited about this opportunity and firmly committed to the success of this multi-tenant technology facility," said J. Michael Shaheen, President, The Regional Companies. "With our background, capabilities and past successes, these attributes will greatly reduce the risk factor for Hampton in developing such a facility. Hampton has tremendous opportunity and much to afford motorsports and technology firms." ■



Hampton Roads Center Enterprise Zone Amendment Application Approved

The Virginia Department of Housing and Community Development notified the City of Hampton on April 21, 2004 that a boundary modification to the Hampton Roads Center Enterprise Zone has been accepted and approved. The new boundary will encompass Riverdale Shopping Center and key adjacent properties such as Goodman Jewelers. Newly incorporated Enterprise Zone businesses may qualify for program incentives effective to the original designation date of this zone and apply for general income tax credits, real property improvement credits and job grants. Existing business, as well as future companies, will be eligible to participate in the program until 2015. Visit our website at www.hamptonva.biz to see if your company is in the Zone! ■

HRC North Campus and NIA Building Update

Hampton's newest office park is beginning to shine. Signage was constructed and landscaping was installed in early June at the park's southern entrance along Magruder Boulevard at North Campus Parkway. Phase I activity includes roads, ponds and utilities. Current development within the park is the construction of a 60,000 SF class-A office building that will be the permanent home to the National Institute of Aerospace (NIA) in the Northern Quadrant (48 acres). The NIA building will be the first of five buildings being constructed by Craig Davis Properties. ■



Featuring the latest business park concepts, the city has invested \$4 million in infrastructure improvements such as new roadways, landscaping and signage—another \$3 million is scheduled FY 05.

Two Hampton Companies Recognized in the 2004 Fantastic 50 List

Now in its ninth year, the Virginia Chamber of Commerce hosted the Fantastic 50 Contest recognizing the fastest-growing private companies in the state. Two Hampton companies, Spectrum Comm and Quality Advantage Home Products ranked 5th and 24th, respectively. Firms in the service and technology categories dominated the contest. Winners were honored at an awards banquet in April at the Westfields Marriott in Chantilly, VA and company profiles were published in the *Virginia Business*' May 2004 issue.

It's been a good year for Spectrum Comm. Located in downtown Hampton with 47 employees, the computer security firm recorded revenue growth of 1,214 percent over a four-year period and easily made the Fantastic 50. Of late, the company won a \$22 million, five-year contract



Jeff Wassmer, President of Spectrum Comm, receives Virginia Chamber of Commerce's Fantastic 50 Award from event sponsor Gary Thomson, Senior Partner, Goodman & Company. Wassmer was also recently selected as the Virginia Peninsula Chamber of Commerce's 2004 Small Business Person of the Year on May 25th.

with the U.S. Air Force to relay intelligence information between Langley Air Force Base and other bases across the country. Company president, Jeffrey Wassmer, was also selected as the Virginia Peninsula Chamber of Commerce's Small Business Person of the Year at the 2004 Small Busi-

For the second consecutive year, Spectrum Comm was selected by Inside Business Weekly as one of the Top 25 Best Places to Work in Hampton Roads.

ness Awards Dinner, held on May 25th. "We have been fortunate to be in two growth areas, Network Security and DoD Intelligence and Surveillance and Reconnaissance. Our team members absolutely shine when it comes to forging new concepts and vision for our customers," said Jeffery Wassmer, President.

Quality Advantage Home Products is reaping the benefits of the booming housing market.

With a slogan "our quality is to your advantage, this home improvement company specializes in gutter helmet

protection (promising you'll never clean your gutters again) and an exclusive line of Triple Glazed Super Windows that are 200% to 300% more energy efficient. Broadcast personalities Dick Lamb and Jim Kincaid are the company spokespersons and have helped Quality to gain the lion's share of the market. "It's nice to be recognized as an innovator and leader in any industry. At Quality, our ultimate goal is satisfied customers along with a very simple business philosophy...give them what they want at a fair price and service what you sell," says President John H. Campbell. ■



President of Quality Advantage, John Campbell

According to company president, John Campbell, Quality's ultimate goal is satisfied customers along with a very simple business philosophy... give them what they want at a fair price and service what you sell.



Quality Advantage Home Products, Inc.

Hampton Companies Honored at Tech Nite '04 Awards

On April 8th, 2004 the Hampton Roads Technology Council hosted the 7th Annual "Tech Nite" at the Omni Hotel in Newport News. This night proved very rewarding for two Hampton technology companies who received three awards.

CorMine was named the **Emerging Company of the Year**, and Chief Executive Officer Hamp Wall was recognized as the **High-Tech Entrepreneur of the Year**. CorMine LLC, headquartered in



Hamp Wall, CEO, CorMine

Hampton, involved in production of web-based purchasing systems, knowledge management systems, e-libraries, e-catalogs, Supplier Search engines, work-place efficiency software and communication portals.

Excellence in Innovation in Hampton Roads recognizes US patents issued to Hampton Roads inventors in the calendar year 2003 that are deemed by a panel of experts to represent significant commercial potential and/or social benefit. One of three winners Wayne LeGrande, Unitech for developing electrically conductive and electromagnetic radiation absorptive coating compositions and the like. ■

Virginia Peninsula Chamber of Commerce



The Virginia Peninsula Chamber of Commerce was formed in 1935 to serve the businesses located in Hampton, Newport News, Poquoson, James City County and York County. Its mission is "To advocate and nurture the economic and business interest of the Virginia Peninsula and the Region."

Over the years, the Chamber has taken a leadership role in serving start-up and existing businesses by providing workshops, training and

networking opportunities across the Peninsula Region. At present, the Chamber offers two Military Job Fairs each year to assist businesses in

According to Chamber member Larry Van Horn of Business Plans & Services, LLC, "My business has increased its bottom line by 29% since I joined the Peninsula Chamber. That's significant!"

hiring qualified and trained employees; provides monthly

networking opportunities with its Business-After-Hours events which move throughout each community being served; produces an annual tradeshow and business festival called SeaFest which is held each fall; provides one-on-one counseling with its SCORE program and works on job retention through activities like the NASA Aeronautics Support Team.

Although a business does not have to have membership in the Chamber to receive assistance, membership does have its privileges. ■

City's Downtown Master Plan At Work: The Bruce Smith Restaurant and Entertainment Complex Coming to Downtown

This May, retired Washington Redskins defensive end, Bruce Smith, and Global Squared, LLC announced plans to open The Bruce Smith Restaurant and Entertainment Complex in downtown Hampton. The complex, scheduled to open this fall in the historic post office building at 132 East Queen Street, will include a 16,000 sq. ft., two-level upscale family restaurant featuring seafood and southern style cuisine. It will also offer a VIP area on the restaurant's second level for reserved parties and

a 5,000 sq. ft., private dining suite on the top floor for catered private receptions and business meetings. Members of the Global Squared partnerships can be traced to such successful projects as The Blue Hippo, John Quinn's Irish Pub, The Empire Bistro in downtown Norfolk as well as Roger Brown's Restaurant & Bar in downtown Portsmouth. The restaurant supports the vision of the Downtown Hampton Master Plan currently underway. *Source: The Downtowner Fax.* ■

Old Post Office Building
132 East Queen Street
Downtown Hampton, Virginia



USS Hampton Surfaces at the North Pole



Image taken from the USS Hampton at the Arctic Circle, 280 miles from the North Pole.

Thanks to three sponsoring namesake cities — Hampton, VA, Hampton, NH and Hampton, SC — the USS Hampton (SSN 767) submarine persevered on its recent mission and surfaced through the ice at the North Pole on April 19. The USS Hampton participated in an Ice Exercise to demonstrate the U.S. Submarine Force's ability to freely navigate in all international waters, including the Arctic. ■

During a conversation with Cmdr. Robert P. Burke, Hampton's commanding officer, Hampton Mayor Charles A. Wornom told Burke, "We salute you and your crew and your service to the nation. It makes us proud to have your ship named after our city."

Northrop Grumman Signs Lease

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President, R. Jeffrey Arnold. "It underscores the status of NetCenter as the largest office complex for technology-based companies in the city of Hampton, and all of Hampton Roads as well."

Northrop Grumman joins an already impressive list of companies at NetCenter, including *AMSEC, LLC.*, *Verizon* and *Portfolio Recovery Associates*. Northrop Grumman Newport News, headquartered in Newport News, VA is the nation's sole designer, builder and refueler of nuclear powered aircraft carriers and one of only two companies capable of designing and building nuclear powered submarines. The Newport News sector employs about 19,000 people. ■

Jacobs Sverdrup Expands

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in addition to increasing their current leased space in Hampton Roads Center South. "Jacobs Sverdrup is very pleased to expand its Hampton operations and proud to have the opportunity to partner with the NASA Langley Research Center to meet its mission goals," said Ron Marmol, Deputy GM, Jacobs Sverdrup Langley ROME Group. Analytical Services & Materials, Inc., of Hampton; Sierra Lobo, Inc., of Fremont, Ohio; and Tessada & Associates, Inc., of Springfield, VA will be major subcontractors to Jacobs Sverdrup. Additional employees are also being housed at NASA. The City's Economic Development staff is assisting the company by locating training facilities and providing information on Enterprise and Technology Zone programs to offset expansion costs. ■

NEXTEL Communications Keeps Growing

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and plans to hire more. Among the positions Long is looking to fill include Customer Retention Representatives and Customer Lifecycle Representatives. These type of positions require that

candidates have demonstrated previous inside or outside sales experience in a quota-driven fast paced environment handling both inbound and outbound call transactions.

"Our success here is in large part due to the commitment of the people and community of Hampton," says Long. ■

EPA Selects Hampton to Receive \$200,000 Assessment Grant

The U.S. Environmental Protection Agency has selected the City of Hampton to receive a \$200,000 brownfields assessment grant. With a focus on the city's Downtown Technology Zone, grant funds will be used to identify and

prioritize sites, conduct four to six Phase I site assessments, perform two or three Phase II site assessments, and conduct community involvement and cleanup planning activities. "The award of this grant is the result of the outstanding collaborative efforts of the

City staff, the Downtown Hampton Development partnership and other organizations to continue the development metamorphosis of the Downtown Hampton area," said Fred Whitley, Director of Engineering, City of Hampton. ■

Quarterly Calendar

Date	Event	Host	Fee Charged
August 12	Technology Commercialization Workshop	Virginia Commonwealth University/Dept. of Business Assistance Contact: www.dba.state.va.us/events	Yes
September 13-15	SensorsGov Conference & Expo Show	Co-produced by the Hampton Roads Technology Council Details: www.hamptonroadssensors.com	Yes
September 26	6 th Annual Commonwealth of Virginia Information Technology Symposium	Virginia Department of Business Assistance Details: www.dba.state.va.us/events	Yes
October 2-16	Virginia Walkabout – Export Opportunities for Virginia Companies	Virginia Economic Development Partnership Details: Joe Adams, 757-314-2358 jadams@YesVirginia.org	Yes
October 7-8	56 th Virginia Conference on World Trade	Virginia Economic Development Partnership Details: http://www.exportvirginia.org/events.htm	Yes

The above events are subject to change or cancellation.



CITY OF HAMPTON
DEPARTMENT OF
ECONOMIC DEVELOPMENT

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Hampton Briefs

NASA Kids Science News Networks will be shown in the lobbies of Regal Cinemas Theaters nationwide this summer. As movie-goers wait in line to purchase tickets, they will get a lesson in science, technology, math and engineering. The one-minute newsbreaks series were developed in partnership with NASA's Langley's Center for Distance Learning and Hampton-based company, Crewstone Technologies.

City of Hampton's Youth Civic Engagement is one of 15 finalists out of almost 1,000 applicants for the Innovations in American Government Award sponsored by the Ash Institute for Democratic Government at Harvard University. Five winners will be chosen and announced July 28th in Washington, D.C. The winning programs or agencies will each receive a \$100,000 grant. Good luck Hampton!

New President, Charles A. Taylor, appointed for Thomas Nelson Community College, April 2004. Most recently senior vice chancellor for administration and finance at Peralta Community College District in Oakland, CA, Taylor will assume his new post July 2004. He has a doctorate in educational administration and supervision from Loyola University of Chicago, a master's degree in education from John Hopkins University and a bachelor's degree in sociology from the University of Maryland in Baltimore County.

Metro Productions, a full-service film, video and multimedia production company in downtown Hampton, received awards from the New York Festivals and the 25th Annual Telly Awards. Metro's video production for the U.S. Coast Guard, Integrated Deepwater System, won finalist in both the New York Festivals and the Telly Awards and their General Dynamics Advanced Information Systems "TSMO" video production took home a Silver Telly Award.

Entrepreneur Magazine ranked the Hampton Roads metropolitan statistical area as the 7th best place for Entrepreneurs in 2003. Four criteria were used to rank the cities: Entrepreneurial activity (based on the number of businesses five years or younger); Small business growth (change in growth in over a three year period); Job Growth (change in job growth over a three year period); and Risk (bankruptcy rates). Hampton Roads ranked 11th place in 2002.

Hampton University in collaboration with The College of William and Mary's School of Marine Science (Virginia Institute of Marine Science) and Old Dominion University's Department of Ocean, Earth and Atmospheric Science was awarded a \$1.1 million award from the Geosciences Division of the National Science Foundation. The Hall-Bonner Program is designed to increase the number of under-represented minority students earning Ph.D. degrees in marine and ocean sciences. ■